




Invoice No.: IND-1016-0003  
Invoice Date: 2/1/16  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2015 - 9/30/2016  
Contract Amount: \$3,500,000.00  
Contract Number: A70-5-041137  
Date of Services: 12/1/2015 - 12/31/2015  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paic \$ 114,899.08  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



STANDARDS FOR  
EXCELLENCE

Accredited under the  
Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)  
[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

## Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy &amp; Support Services Program

October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD thru Nov 2015	Actual Cost Dec-15	Remaining Cost Jan 2016 to Sep-2016
Administrative	Salary	President & CEO	\$58,000.00	10,501.41	\$2,214.31	\$45,284.28
Administrative	Salary	VP of Administration	\$13,000.00	680.09	\$511.22	\$11,808.69
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	46.13	\$215.26	\$2,738.61
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	84.38	\$37.50	\$2,878.12
Services	Salary	VP of Operations	\$45,000.00	3,636.21	\$1,656.62	\$39,707.17
Services	Salary	Indiana Services Director	\$40,000.00	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	504.72	\$168.19	\$3,327.09
Services	Salary	Services Assistance	\$3,000.00	154.47	\$381.15	\$2,464.38
Services	Salary	Billing Coordinator	\$5,000.00	643.50	\$306.00	\$4,050.50
Services	Salary	Service Provider Approval	\$5,000.00	81.00	\$71.54	\$4,847.46
Services	Salary	Service Provider Monitoring	\$5,000.00	74.41	-	\$4,925.59
Services	Salary	Hotline Counselor	\$4,000.00	108.05	\$43.85	\$3,848.10
		<b>Subtotal</b>	<b>\$190,000.00</b>	<b>\$16,514.37</b>	<b>\$5,605.64</b>	<b>\$167,879.99</b>
Administrative	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	203.00	\$83.34	\$6,213.66
Services	Fringe	Payroll Taxes	\$9,000.00	152.74	\$91.95	\$8,755.31
Administrative	Fringe	Workers' Comp	\$300.00	29.77	\$13.56	\$256.67
Services	Fringe	Workers' Comp	\$500.00	24.35	\$11.10	\$464.55
Administrative	Fringe	Pension	\$3,750.00	326.34	\$80.68	\$3,342.98
Services	Fringe	Pension	\$2,000.00	124.43	\$57.66	\$1,817.91
Administrative	Fringe	Employee Group Ins	\$13,000.00	981.79	\$1,392.46	\$10,625.75
Services	Fringe	Employee Group Ins	\$10,000.00	464.22	\$853.63	\$8,682.15
		<b>Subtotal</b>	<b>\$45,050.00</b>	<b>\$2,306.64</b>	<b>\$2,584.38</b>	<b>\$40,158.98</b>
Administrative	Travel	Travel/Lodging	\$500.00	-	\$0.00	\$500.00
Services	Travel	Travel	\$10,000.00	-	\$0.00	\$10,000.00
		<b>Subtotal</b>	<b>\$10,500.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,500.00</b>
Administrative	Supplies	Office Expense	\$91,700.00	438.41	\$98.11	\$91,163.48
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	-	\$3.80	\$119,996.40
Services	Supplies	Pregnancy Test Kits	\$0.00	-	-	\$0.00
		<b>Subtotal</b>	<b>\$236,700.00</b>	<b>\$438.41</b>	<b>\$101.71</b>	<b>\$236,159.88</b>
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	-	-	\$20,000.00
Administrative	Contracts	Auditing	\$3,500.00	365.47	\$166.42	\$2,968.11
Administrative	Contracts	Copier Service Contracts	\$500.00	41.44	\$14.92	\$443.64
Services	Contracts	Client Service Providers	\$2,412,500.00	166,809.24	\$102,816.43	\$2,142,874.33
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$485,000.00	-	\$2,000.00	\$483,000.00
Services	Contracts	Services Database Consulting	\$15,000.00	701.25	\$361.25	\$13,937.50
		<b>Subtotal</b>	<b>\$2,943,500.00</b>	<b>\$167,917.40</b>	<b>\$105,359.02</b>	<b>\$2,670,223.58</b>
Administrative	Other	Professional Development	\$2,000.00	-	\$318.81	\$1,681.19
Administrative	Other	Job advertising	\$500.00	-	-	\$500.00
Administrative	Other	New employee screening	\$250.00	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	113.77	\$152.30	\$14,733.93
Administrative	Other	Rent	\$46,000.00	1,101.25	\$498.35	\$44,400.40
Administrative	Other	Telephone Service	\$3,500.00	308.77	\$158.27	\$3,032.96
Administrative	Other	General Business Liability Ins	\$750.00	54.49	\$24.81	\$670.70
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	132.78	\$60.47	\$1,056.75
Services	Other	Toll Free Referral System	\$5,000.00	74.69	\$35.32	\$4,889.99
Services	Other	Contract Closeout Cost	\$0.00	-	-	\$0.00
		<b>Subtotal</b>	<b>\$74,250.00</b>	<b>\$1,785.75</b>	<b>\$1,248.33</b>	<b>\$71,215.92</b>
		<b>Administrative</b>	<b>\$313,000.00</b>	<b>15,409.29</b>	<b>6,040.79</b>	<b>291,549.92</b>
		<b>Services</b>	<b>\$3,187,000.00</b>	<b>\$173,553.28</b>	<b>\$108,858.29</b>	<b>\$2,904,588.43</b>
		<b>Total</b>	<b>\$3,500,000.00</b>	<b>\$188,962.57</b>	<b>\$114,899.08</b>	<b>\$3,196,138.35</b>

**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2015-16**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
<b>Personnel</b>		<b>YTD- Nov 2015</b>	<b>Dec-15</b>	<b>Jan 2016 to Sep-2016</b>
President & CEO	\$58,000.00	\$ 10,501.41	\$2,214.31	\$45,284.28
VP of Administration	\$13,000.00	\$ 680.09	\$511.22	\$11,808.69
Assistant Director of Finance	\$0.00	\$ -		\$0.00
Senior Accountant	\$3,000.00	\$ 46.13	\$215.26	\$2,738.61
Junior Accountant	\$2,000.00	\$ -		\$2,000.00
Bookkeeper	\$3,000.00	\$ 84.38	\$37.50	\$2,878.12
Professional Development	\$2,000.00	\$ -	\$318.81	\$1,681.19
Payroll Taxes	\$6,500.00	\$ 203.00	\$83.34	\$6,213.66
Workers Compensation Insurance	\$300.00	\$ 29.77	\$13.56	\$256.67
Pension	\$3,750.00	\$ 326.34	\$80.68	\$3,342.98
Employee Group Insurance	\$13,000.00	\$ 981.79	\$1,392.46	\$10,625.75
Job Advertising	\$500.00	\$ -		\$500.00
New Employee Screening	\$250.00	\$ -		\$250.00
<b>Total Personnel</b>	<b>\$ 105,300.00</b>	<b>\$ 12,852.91</b>	<b>\$ 4,867.14</b>	<b>\$ 87,579.95</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Accounting/IT/Legal Consulting	\$20,000.00	\$ -		\$20,000.00
Postage/Shipping	\$15,000.00	\$ 113.77	\$152.30	\$14,733.93
Auditing	\$3,500.00	\$ 365.47	\$166.42	\$2,968.11
Travel/Lodging	\$500.00	\$ -		\$500.00
Rent	\$46,000.00	\$ 1,101.25	\$498.35	\$44,400.40
Telephone Service	\$3,500.00	\$ 308.77	\$158.27	\$3,032.96
General Business Liability Insurance	\$750.00	\$ 54.49	\$24.81	\$670.70
Insurance-Directors & Officers	\$1,250.00	\$ 132.78	\$60.47	\$1,056.75
Office Expense	\$91,700.00	\$ 438.41	\$98.11	\$91,163.48
Computer Resources	\$25,000.00	\$ -		\$25,000.00
		\$ -		
<b>Total Operating</b>	<b>\$ 207,200.00</b>	<b>\$ 2,514.94</b>	<b>\$ 1,158.73</b>	<b>\$ 203,526.33</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Equipment Service Contracts	\$500.00	\$ 41.44	\$14.92	\$443.64
<b>Total Administrative Expenses</b>	<b>\$ 313,000.00</b>	<b>\$ 15,409.29</b>	<b>\$ 6,040.79</b>	<b>\$ 291,549.92</b>



**Real Alternatives**  
**Actual Services Expenses**  
**Indiana: Fiscal Year 2015-16**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
<b>Personnel</b>		<b>YTD-Nov 2015</b>	<b>Dec-15</b>	<b>Jan 2016 to Sep-2016</b>
Vice President of Operations	\$45,000.00	\$ 3,636.21	\$1,656.62	\$39,707.17
Indiana Services Director	\$40,000.00	\$ -		\$40,000.00
Services Coordinator	\$4,000.00	\$ 504.72	\$168.19	\$3,327.09
Billing Coordinator	\$5,000.00	\$ 643.50	\$306.00	\$4,050.50
Services Assistance	\$3,000.00	\$ 154.47	\$381.15	\$2,464.38
Service Provider Approval	\$5,000.00	\$ 81.00	\$71.54	\$4,847.46
Service Provider Monitoring	\$5,000.00	\$ 74.41		\$4,925.59
Hotline Counselor	\$4,000.00	\$ 108.05	\$43.85	\$3,848.10
Payroll Taxes	\$9,000.00	\$ 152.74	\$91.95	\$8,755.31
Workers Compensation Insurance	\$500.00	\$ 24.35	\$11.10	\$464.55
Pension	\$2,000.00	\$ 124.43	\$57.66	\$1,817.91
Employee Group Insurance	\$10,000.00	\$ 464.22	\$853.63	\$8,682.15
<b>Total Personnel</b>	<b>\$ 132,500.00</b>	<b>\$ 5,968.10</b>	<b>\$ 3,641.69</b>	<b>\$ 122,890.21</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$120,000.00	\$ -	\$3.60	\$119,996.40
Services Advertising	\$485,000.00	\$ -	\$2,000.00	\$483,000.00
Meetings/Seminars/Conference	\$7,000.00	\$ -		\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$ -		\$10,000.00
Srvcs Database Consulting & Dev	\$15,000.00	\$ 701.25	\$361.25	\$13,937.50
Client Service Providers	\$2,412,500.00	\$ 166,809.24	\$102,816.43	\$2,142,874.33
Toll-free Referral System	\$5,000.00	\$ 74.69	\$35.32	\$4,889.99
Contract Closeout Cost	\$0.00	\$ -		\$0.00
<b>Total Operating</b>	<b>\$ 3,054,500.00</b>	<b>\$ 167,585.18</b>	<b>\$ 105,216.60</b>	<b>\$ 2,781,698.22</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$0.00	\$ -	\$ -	\$0.00
<b>Total Services Expenses</b>	<b>\$ 3,187,000.00</b>	<b>\$ 173,553.28</b>	<b>\$ 108,858.29</b>	<b>\$ 2,904,588.43</b>